



# Wesley Clover

**TECHNOLOGIES**

## Venture Program Overview

Oct 2008

# Wesley Clover – Introduction

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- Wesley Clover advises and invests in technology companies that are advancing communications globally.
- Wesley Clover’s investment background extends from an executive team of seasoned entrepreneurs.
- Our portfolio companies are complementary, fostering inter-portfolio partnerships, development and sales opportunities.

# Wesley Clover Companies

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BreconRidge



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# Opportunity – Rarely Found For New Grads

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- Entrepreneurship in a structured and supportive environment
  - Disciplined approach that leverages the industry experience and knowledge of a veteran management team
  - Employ proven business model focused on existing customer demand
- Control over direction of venture
  - Decision making authority not commonly found in a corporate structure
- Innovate and develop leading-edge technologies
  - Opportunity to take initiative and explore the potential of the industry
- Exposure to industry leaders and technology experts
  - Wesley Clover's management has a long history of success in the telecommunications industry
  - Network teams with existing customers, channels and partnerships

# New Ventures – Wesley Clover Technologies

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## Support provided throughout start-up lifecycle

### Seed financing

- Angel to profitability equity financing

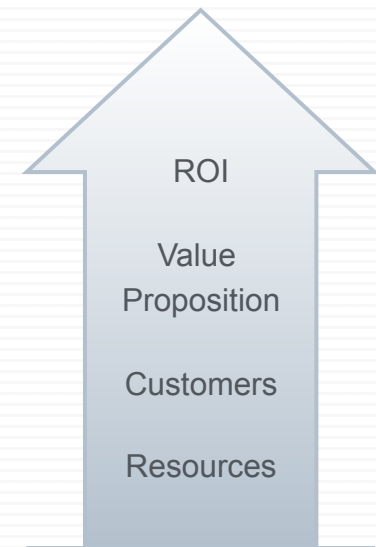
### Hands-on mentorship

- Teams work directly with a Wesley Clover executive throughout the validation period and start-up lifecycle

### Infrastructure & administration

## Venture Advantages

- Access to a team of seasoned high-tech entrepreneurs with global management and operational experience
- Strategic, technical, legal, financial and marketing expertise
- Extensive partner, supplier and customer contacts
- Accelerated channel accreditation



# Career Path – Entrepreneurship

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Wesley Clover Technologies recruits groups of bright, motivated and hard-working new graduates and pairs them with industry leaders within specific vertical segments to establish new ventures.

## Characteristics of Successful Candidates

### Drive

- Attracted by equity
- Willing to take risk
- Entrepreneurial ambition

### Interpersonal

- Humble, strong integrity and hard working
- Experience working in a team environment
- Effective communication skills

### Aptitude

- Technical (Engineering/ CS) or business background
- Relevant industry experience (through internships or coop)
- Steep learning curve

# Recruitment and Start Up Process

## 1. Interview

- Upper year students or recent graduates
- Technology or business background
- Pre-formed teams or individual leaders

< 4 months  
of availability

## 2. Validation

- Paid internship with Wesley Clover
- Report directly to a Wesley Clover executive
- Focus on learning go-to-market activities and processes

3-4 months  
in Ottawa

## 3. Plan

- Solidify team of 3-4 recent graduates
- Present formal business plan to Terry Matthews
- Plan subject to Wesley Clover evaluation criteria

0-12 months  
after validation

# Recruitment and Start Up Process - Cont'd

## 4. Kick-Off

- Wesley Clover executive serves as team sponsor
- Channel Partner assigned Sales, Marketing and Executive Primes
- Market Defined
- Quarterly reviews by management to evaluate progress

After funding approval

## 5. Spin-Off

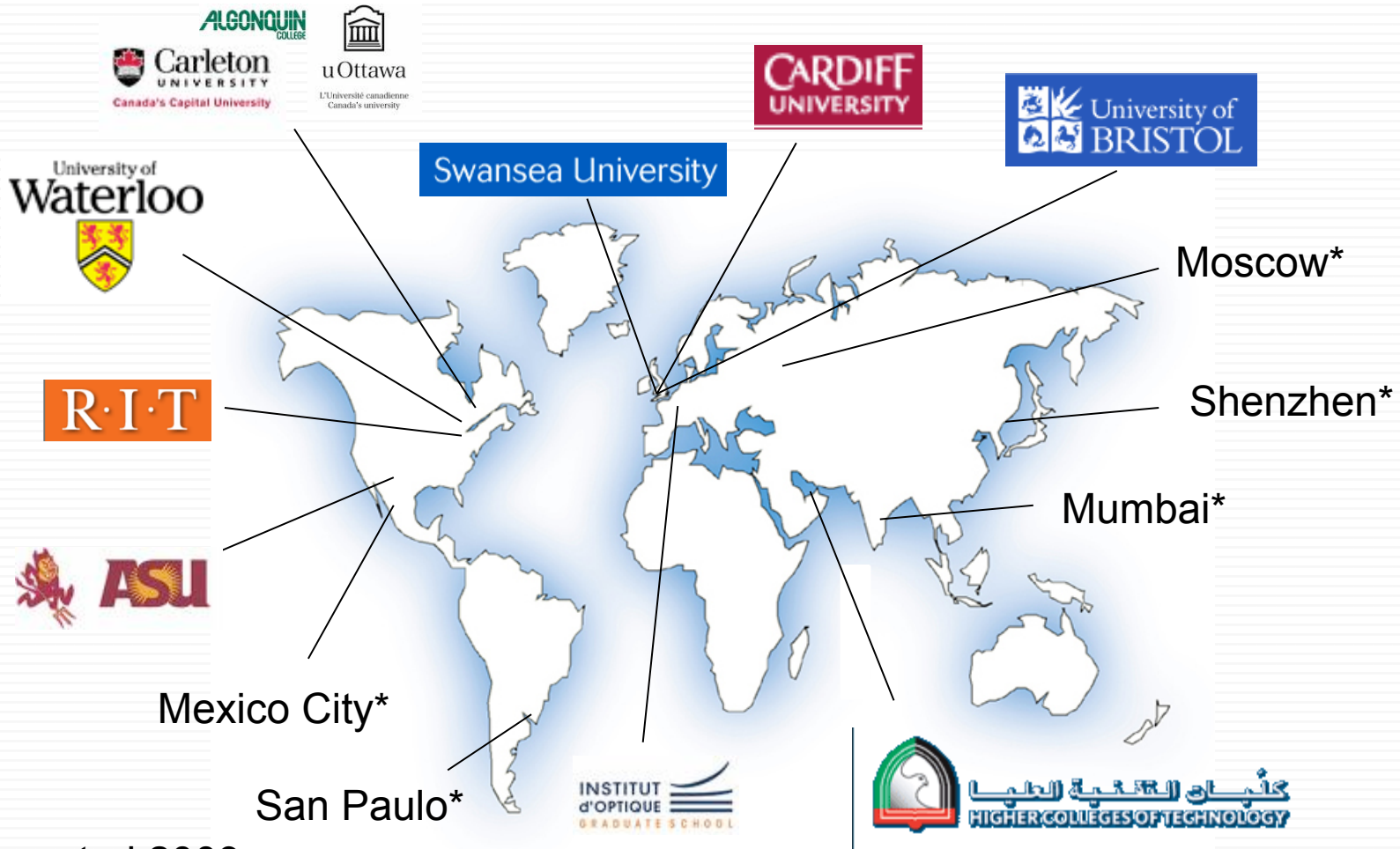
- Clear line of sight on revenue
- Official incorporation and equity distribution
- Staged growth based upon years of experience

< 12 months after kick-off





# Recruitment – A Global Perspective



\*Targeted 2009

**DRAFT - CONFIDENTIAL**



# Wesley Clover Technologies – Contact

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